

Message Text

UNCLASSIFIED

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UNCLAS TOKYO 5485

FOR OIM/WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: AUGUST OCEAN/MARINE INSTRUMENTATION SHOW

REF: USDOC 6272

1. REFTEL PARA ONE: M. NAKAZAWA, SALES MGR, NIHON AQUALUNG, STATES U.S. DIVERS SHOULD BE CLASSIFIED AS NON-ESTABLISHED SINCE MARKETING TO DATE NOT ON SUSTAINED BASIS." PLS DISCUSS WITH MARTINEZ, CLARIFY APPARENT DISCREPANCY BETWEEN AGENT AND PRINCIPAL AS TO APPRAISAL NIHON AQUALUNG MARKET STATUS, ADVISE OIM DECISION. NAKAZAWA WILL CONSIDER PARTICIPATION AS NON-ESTABLISHED FIRM, BUT REJECTS \$2,600 CONTRIBUTION. WILL DECIDE BEFORE MAY 9.

2. REFTEL PARA TWO: M. ABE, TOKYO ELECTRON LAB, TIME/ DATA CORP REP, MAY CONSIDER PARTICIPATION TOGETHER WITH ROLM CORP ON MULTI-ACCOUNT BASIS. FINAL DECISION DUE NEXT WEEK.
HODGSON

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NNN

Message Attributes

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Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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